



The New Bedford Chapter #1

NOVEMBER 2007

The Birthplace of APICS
EDITOR

BILL PIKE,

Our November PDM is FREE

Thanks to the kindness and support of our host
Winthrop Atkins Company

Please forgive the pun, but mark your calendars –
11/13/07

NEW PRODUCT DEVELOPMENT

The talk will focus on Product Development – *The Processes / Phases / Responsibilities.*

- Identifying Market Opportunities
- New Product Ideas
- Product / Engineering Design
- Product Release / Execution
- Sample Evaluation
- Product Launch
- Prototype Design testing
- Product Fulfillment / Execution

LOCATION: Winthrop Atkins Company; Rt. 105; Middleboro Ma.

TIME: 5:30 – 7:30 PM
5:30 – Networking
5:45 – Sandwiches/Beverages
6:15 – Tour/ Presentation
7:15 – Questions and Answers

OTHER: Winthrop-Atkins will provide samples of their company offerings
and will provide all attendees with a special New Bedford
Chapter gift.

SPEAKER: **Phil Gelinas, CPIM** has over 30 years experience with manufacturing companies in the electronics, food and promotional products industries. He is currently General Manager at the Winthrop Atkins Company, located in Middleboro Ma. The Winthrop Atkins Co. has been manufacturing and distributing Promotional Products for over 50 years.



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Phil has held positions in various disciplines and has been involved in a broad range of successful improvement projects in planning and control systems and approaches. He is currently involved with a LEAN initiative in a multi-plant environment.

He was president of the APICS New Bedford Chapter in 1987 and served on the Board of Directors for five years. Phil lives in Lakeville with his wife Pat and is founder and President of Groomingdales Pet Salon.





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Historical Perspective

WINTHROP-ATKINS COMPANY

Winthrop-Atkins Company was founded in 1919 and has a long-standing history with the town of Middleboro. It is probably one of the few existing businesses that for many years employed mostly local residents and many of their family members.

Originally started by Horace K. Atkins, the company took shape when Horace decided to call upon his World War I training as an aerial photographer for the U.S. Army, rather than return to the cranberry growing business associated with his family on Cape Cod. Subsequently, he began his own photo-finishing business. In 1923, Horace's brother-in-law, Frank Winthrop, joined in this venture and Winthrop-Atkins was born. The primary location of the company being Middleboro, MA, other facilities included Providence, RI and New York City.

As the depression loomed upon the horizon, the Providence and New York facilities were forced to close. Shortly thereafter, the Middleboro plant expanded its photo finishing business to include the manufacture of desk calendars which helped to launch the company into the vast wilderness of Specialty Advertising. A hall of fame member of the Promotional Products Association and the Photo Association, Atkins built the company into a major supplier of specialty paper products until 1973.

The business continued to flourish throughout the nineteen seventies and eighties under the direction of Horace's sons, Donald and Harold who followed the example set by their father until their retirement in 1986. To date, three Atkins family members still remain active in the business.

In 1986, the Atkins family sold the business to the partnership of Charlie Milot and Ron Baron. After a successful reign of thirteen years, Winthrop-Atkins was acquired by the Chilcote Company of Cleveland, Ohio.

Atkins invested early and heavily in factory automation, a policy which continues today. In addition, to Bobst Die-Cutters and Foil Stampers and large format printing presses by K & B Planetta, Solna, and Man Roland, the company maintains a complement of custom machinery. This unusually broad array of converting equipment allows the company to produce virtually any paper product under one roof.

A state-of-the-art prepress facility staffed by graphic artists, prepress professional and diemakers allow the company to design products from the ground up. More recently, a staff of MIS professionals have been added with the mission of improving all aspects of customer communications.

Despite its continual growth, Winthrop-Atkins remains a small town company. Located about 15 miles west of historic Plymouth, the company's greatest strength resides in its 200 employees, many of whom are second and third generation.

PROGRAM Schedule:

www.Apicsnewbedford.org

<u>Date</u>	<u>Speaker</u>	<u>Topic</u>	<u>Location</u>
Dec. 11, 2007 MA	Joseph Terrio	C-TPAT	New Bedford,



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Jan.	22, 2008	Gary Finocchi	Offshore Manufacturing	New Bedford, MA
Feb.	19, 2008	Mike Ford	Stop Fighting Fires	Taunton, MA
Mar.	18, 2008	TBD	Plant Tour	Raynham, MA
Apr.	15, 2008	Mike Walsh	Root Cause Analysis	Plymouth, MA
May	20, 2008	TDD	Plant Tour /BOD Elections	TBD
Jun	17, 2008	Quinn Golden	Membership/Installation	TBD

We have a GREAT program for you this year. I sure hope that you take advantage of the diverse topics, speakers, locations and our objective of adding value to your daily crunch. We are moving the location of our monthly professional development meetings around the area so that all of our members are equally inconvenienced. Actually, we want our chapter membership to learn from the diverse member companies of the chapter. Did you know that one of our membership companies contributes significantly to the Thanksgiving Dinner? (Cranberries anyone?)

EDUCATION REPORT:

www.Apicsnewbedford.org

CPIM: (planning ahead)

- ◆ MPR - Precix - New Bedford, MA January 9, 2008
 - ◆ DSP - Precix - New Bedford, MA March 19, 2008
 - ◆ ECO - Precix - New Bedford, MA May 28, 2008
-
- ◆ DSP – JNJ – Raynham, MA January 19, 2008
 - ◆ ECO – JNJ – Raynham, MA March 20, 2008
 - ◆ SMR – JNJ – Raynham, MA May 29, 2008

Note: If your company wants to host a CPIM review class or if you are considering an In-house CPIM program, please give Mike a call to discuss options or to register.

CPIM AEP: (accelerated exam preparation)

Our one day CPIM exam prep - \$99.00 (assumes prior module experience/workbook)

- ◆ Jan. 26, 2008 - BSCM
- ◆ Feb. 23, 2008 - MPR
- ◆ Mar. 29, 2008 - DSP
- ◆ Apr. 26, 2008 - ECO
- ◆ May 31, 2008 – SMR

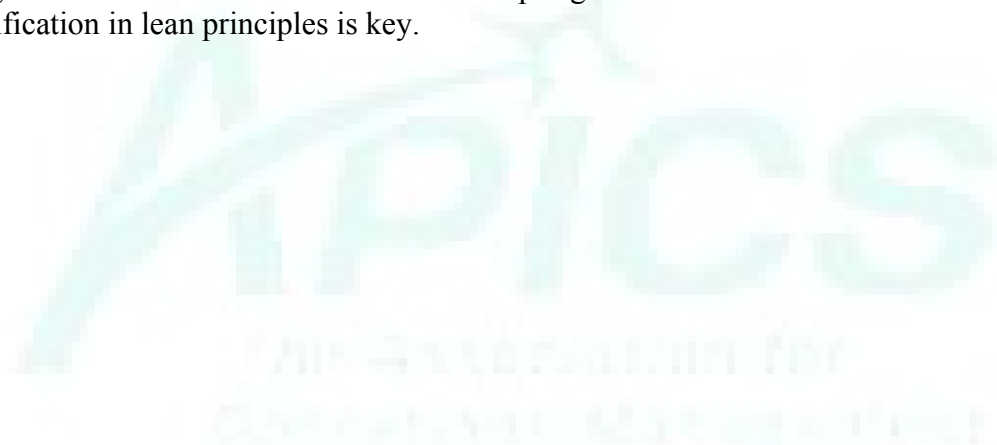


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Locations will be announced pending number and location of students, as well as hosting facility.

LEAN Certification Program:

The fall 2007 series is in progress and a wonderful success. Titlest (Custom Ball) of New Bedford has been our host company for the fall program. Due to the success, the New Bedford Chapter has already decided to schedule another Lean Certificate Program for the spring of 2008. Advanced registrations are being accepted. The specific host location will be announced with Middleboro, Wareham, and Plymouth being current contenders for the program. Please consider enrollment in our spring series – seats sell fast and the certification in lean principles is key.





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A Message from the President

Mike Walsh

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November has been for many, a time to look back and look forward – rejoicing in what was and what will become. Usually this all takes place during Thanksgiving and with family.

The New Bedford Chapter of APICS is without question – a big family. The family may have started 50 years ago with Izzy, Elliot Carruth and Edmond Currier but we should always remember that this chapter has survived because of committed APICS volunteers including the following Past Presidents – and all deserving of the first of the November stars:

- ★ Carroll Miller - Leigh Kingsford - David Cabot - Paul Robbins - Peter Beattie William Mathews - Alfred Sylvia - Robert Mason - Alserino P. Loureiro - Gerard Pink - Henry Roszkiewicz - George J. Sommerfield - Benjamin Barreiro - Lawrence Rose - Robert H. Metcalf - Melvin West - Arthur B. Shea - Hendrik Krosschell, Jr. Bruce DeMoranville - C. Robert Collet - John Copponi - Donald J. Gustafson Wayne Christen - Wayne Tessin - Phil Gelinas - James Amaral - William H. Pike Jr. Bernie Lane - John Pollock - Peter Phillips - Elaine Roberts - Nick S. Cabral - Richard Perry - Fernando Ferina - Don Gallant - Anthony Zampello - Mike Walsh
- ★ Kudos sent out to Pam Borges and Michelle Devereaux. Pam was asked to resume some of her past financial chapter responsibilities and fortunately she accepted. Michelle has accepted the recently vacated Board of Director's position of VP Membership.
- ★ How about a shout out to Gary Finocchi. Many will recall that Gary formerly served the New Bedford Chapter as Director of Membership (circa 1995). With the 2007-2008 NEWB administration, Gary signed on as Director. Most recently, Gary has accepted and assumed the elevated Board of Directors position of VP Marketing.



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Leo	G	Gibbons	Diane	1	Maxwell
Monique	D	Goulet	Mary	A	Mazurek
Hans	J	Grabau	Cynthia	O	McClain
Donna		Hamilton	Linda	J	Mellor
James	W	Haskell	Kelly	A	Miller
Mark	E	Hinch	Gary		Moniz
Eric	E	Hultman	Jose	D	Moura
Mary Ann	Ann	Jablonski	Douglas		
	CPM		Nickerson		
Chris	G		Richard	L	Orsi
	Kasanowsky		Jr		
Cheryl	A	Kelly	Ray		Ouellette
Lee	K	Kissinger	Alden	T	Pierce
			III	CPIM	
Michael	W	Kramer	William	H	Pike
			Jr	CPIM	
Ed		Kubulins	Tracey	L	Pilkinton
			CPIM		
David			John	H	Pollock
	Landolina		CPIM		
Frederick	A	Langevin	Ken		Rebello
Theresa	A	Lestan	Frank		Rizzotti
Tara	A	Linhaus	Elaine	L	Roberts
			CPIM		
Jeff		Livsey	William		Robson
Donna	L	Lopes	Robert		
			Schoening		
Theophile	X	Lopez	David	J	Sheridan
			CPIM		
			Denise		Shurtleff
			Pat		Smola
			Luisa		Soares
Maureen	E				
	MacEachern				



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Daphne	M	Sorell	Laurie	A	Walsh
Isaura	M	Sousa	Michael	T	Walsh
William		St George	Eileen	M	Webb
Daniel	R	Steiblin	Gary		Webb
Jonathan	H	Sterns	Edwin	F	White
William	B	Strong	Timothy	R	Wingate
Alfred	CPIM	W	Sylvia	D	Withers
Lawrence	Jr	M	Travers		
James	A	Turner			
Jodi	CIRM	A	Tyree		
Peter		Vacchi			
Corey	J	Vetrano			

15 % of the chapter membership is certified; another 20 % of the NEWB membership attends modules preparing for CPIM certification. Congratulations!

MEMBERSHIP SURVEY

The information you provide will help the New Bedford Chapter Board of Directors in adjusting our plans for this year and to improve our planning for next year - giving you the best chapter experience we can. Please provide the following contact information (optional, but helpful):

Name

Title

Organization

Work Phone

E-mail

I currently receive the monthly newsletter e-mail notification:

- Always
- Seldom
- Never



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I actually download and/or view the contents of the newsletter:

- Always
- Seldom
- Never

I find the contents of the newsletter:

- Informative and useful
- Somewhat useful, I read a portion of it.
- Not useful at all.

I last attended an APICS class:

- Within the last 12 months.
- 12 to 24 months ago.
- More than 24 months ago.
- I have never attended a class, but am interested.
- I have no interest in attending a class.

If attending classes, are you pursuing APICS certification?

- Yes, I want to be APICS Certified.
- I am not sure at this time.
- No, I am just interested in taking classes.
- I do not take APICS classes.
- I am already certified.

Would you be interested in taking classes in the future?

- Yes, I am currently taking classes
- Yes, I might be interested in the future.
- No, I am not interested in classes at this time. (Please explain)

My main interest in classes and Education is: (can select multiple)

- CPIM - Certified in Production and Inventory Management
- CSCP - Certified Supply Chain Professional.
- Basic Inventory and Planning courses (Fundamentals).
- Lean, Just in Time, Theory of Constraints, etc. workshops (specify in comments below).
- Other (specify in comments below).



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Many companies sponsor APICS classes, making them very accessible for employees to attend. Do you think your company would be interested in hosting classes?

- Yes I think they would (please indicate company name below)
- No, I don't believe they would be interested.

If you think your company might be interested in sponsoring a class, please indicate the company name and a possible contact person, phone number and/or e-mail address:

From September through May, APICS offers monthly Professional Development Meetings

- Yes, I am aware and have attended.
- Yes - I am aware but do not attend.
- No, I am not aware, but may like to attend.
- No, I am not aware and have no interest in attending

I last attended a Chapter PDM (Professional Develop Meeting):

- Within the last 12 months.
- 12 to 24 months ago.
- More than 24 months ago.
- I have never attended a PDM, but am interested.
- I have no interest in attending a PDM.

If you have, or would like to attend an APICS PDM, what topics would you be most interested in?

The type of event you are most interested in is:

- Sit-down Dinner and Speaker
- Informal, interactive learning event
- Plant Tours
- Other (explain)



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What education or training resource can the New Bedford Chapter of APICS provide you and/or your company?

Do you think that there is value in your APICS Chapter membership?

- Yes, very much
 Sometimes
 Not really

The chapter is managed by a Board of Volunteers. Would you consider joining the Board to help?

- Yes, very interested
 Maybe, depends what is involved
 Not interested

THE NEW BEDFORD CHAPTER BOARD OF DIRECTORS MEETS OR EXCEED CUSTOMER EXPECTATIONS – We think we are and we think we do – however, if we don't ask, how would we know. **So, we are asking.** All respondents will be eligible for the drawing of a FREE Seminar 1 registration – a \$500 value. www.Seminar1.org

Please take a moment (actually 5 minutes or less) and accept my invitation to participate in our membership survey / data collection exercise. All response information collected is treated with strict confidentiality in place and used only to improve our current chapter operations. Thanks. Send Fax or Email your survey responses.

Mike Walsh

President, New Bedford # 1

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